

Local announcement

DKSH and Gerhardt enter partnership in Australia and New Zealand

DKSH, the leading Market Expansion Services provider with a focus on Asia Pacific, and Gerhardt, one of the world's leading suppliers of laboratory equipment and analytical systems for food and feedstuff, have signed an exclusive agreement for sales and service across Australia and New Zealand for Gerhardt's complete product portfolio.

Melbourne, May 8, 2017 – DKSH Business Unit Technology, a leading Market Expansion Services provider for technology companies seeking to grow their business in Asia Pacific, has signed an exclusive agreement with Gerhardt to provide full services including market analysis and research, marketing and sales, distribution and logistics as well as after-sales services to the environmental, food and feedstuff industries.

Gerhardt is an industry leader in the development and manufacturing of analytical instruments used in food, beverage, feedstuff, dairy, meat, grain and environmental laboratories worldwide. The agreement with DKSH covers Gerhardt's complete product portfolio that analyses nitrogen, protein, fat and fiber for these industries.

Candice Yeh, Key Account Manager, Asia at Gerhardt, commented: "With great expectation Gerhardt has set up the business cooperation with DKSH in Australia and New Zealand based on an exclusive agreement. DKSH is very well known with its extensive industry and product knowledge. Our prospect of expanding the market in Australia and New Zealand relies on their strong marketing and sales systems. We look forward to the success of the cooperation."

Stuart Smyth, Business Line Manager at DKSH Australia, Scientific Instrumentation, added: "We are excited to be partnering with Gerhardt, and be offering these innovative products into the Australian and New Zealand markets. Our focus is on building awareness of Gerhardt's products to our valued customers, and through our experienced marketing, sales and service teams, provide the best solutions to meet our customers' challenges."

About Gerhardt

Gerhardt has been around since 1846 and has been a family owned company for five generations. Based in Germany, Gerhardt is well known for quality and on-going innovation with many developments arising from cooperation with university and industrial laboratories. Their commitment is to consistently provide the scientific and industrial communities with the most effective, safest, and highest quality instrumentation for environmental, food and feedstuff applications.

About DKSH

DKSH is the leading Market Expansion Services provider with a focus on Asia. As the term "Market Expansion Services" suggests, DKSH helps other companies and brands to grow their business in new or existing markets. Publicly listed on the SIX Swiss Exchange since 2012, DKSH is a global company headquartered in Zurich. With 780 business locations in 36 countries – 750 of them in Asia – and 30,320 specialized staff, DKSH generated net sales of CHF 10.5 billion in 2016. DKSH was founded in 1865. With strong Swiss heritage, the company has a long tradition of doing business in and with Asia and is deeply rooted in communities and businesses across Asia Pacific.

DKSH Business Unit Technology is the leading provider of Market Expansion Services covering a broad range of capital investment goods and analytical instruments. The Business Unit offers total solutions in the areas of infrastructure, industrial materials and supplies, precision- and textile machinery,

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semiconductor, photovoltaic and electronics, agriculture, hospitality as well as specialized industrial applications. The service portfolio includes product sourcing, market entry consultancy, marketing, sales, application engineering and after-sales services like installations, maintenance and repairs. With 80 business locations in 18 countries and around 1,360 specialized staff, including 500 service engineers, Business Unit Technology generated net sales of CHF 385.4 million in 2016.

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